Fraser predicts profit for firm, gains for workers

No Chrysler concessions—UAW

By Marjorie Sorge
Labor Editor

ROMULUS, Mich.—The UAW will make "absolutely no concessions to Chrysler Corp." during the 1982 negotiations, but it will make some gains, according to union President Douglas A. Fraser.

At a press conference at the Detroit Metropolitan Airport here, Fraser also predicted Chrysler will show a profit for the second quarter and said the workers should "be in on that return to profitability." He said if there should be a slight upturn in the economy, Chrysler could be profitable for the rest of the year.

"We (UAW) are beginning the long road back to equality with Ford and General Motors (workers)," he said.

Contract talks between the UAW and Chrysler open tomorrow (July 20). It has been reported that the gap in labor costs between Chrysler and Ford-GM is $3.50 an hour. A Chrysler assembler earns about $9.07 an hour compared with around $11.76 at GM and $11.67 at Ford.

In three rounds of bargaining in 1979, 1980 and 1981, Chrysler workers made concessions worth more than $1 billion to help Chrysler qualify for federal loan guarantees.

Fraser's comments came at a press conference announcing the union's petition drive to drum up public support for local-content legislation.

UAW Vice President Marc Stepp, director of the Chrysler department, has said the UAW will demand a moratorium on plant closings, a guaranteed income stream (GIS) for high-seniority workers, a company prepaid legal service plan, a resumption of both the cost-of-living adjustments (COLA) and the annual improvement factor (AIF) and the reopening of some plants.

Fraser said that Chrysler has a modern plant in St. Louis that is standing idle. That plant was built in 1966 and was closed in July, 1980. It had been building trucks.

"Hopefully, we will get additional interest in that plant and get it going again," he said.

Restoring the COLA payments will be a major UAW demand in negotiations, but Stepp has said the trigger mechanism might differ from that at GM and Ford. That formula gives workers one cent per hour for every 0.26 percent raise in the Consumer Price Index. A Chrysler official said restoring the COLA and AIF might be possible if workers are willing to make cost-reducing changes in other demands.

Those changes could come in the health care benefits, which both the union and the company agree cost too much, or in the pension plan.

The ratio of retired workers to active workers at Chrysler is currently one to one, which makes it very expensive to run the program. Both Chrysler and the union plan to look at ways to cut the ratio, Stepp said.

Also, according to the Detroit News, the UAW will demand four seats on the board of directors at Chrysler. Currently, the UAW has one board seat. It is held by Fraser.

The company and the union are also planning to introduce

Continued on Page 42, Col. 3

Shay trustee reports feelers on buying firm

BATTLE CREEK, Mich. — There may be investors interested in an outright acquisition of the financially beleagured Shay Motors Corp., according to court-appointed trustee Lloyd Kellum.

"There has been some discussion and some interest—genuine interest—in outlaying areas and other states," Kellum told Automotive News last week. "We haven't sat down to talk about it yet, however, because I haven't got all the information I need about the company."

Kellum said he is anxious to move on the matter because it is most advantageous to the creditors. "I could sit on these things forever, but they'd only turn to mold," he said.

Kellum was appointed trustee of Shay Motors on July 6 when the replica maker's status was converted from reorganization under Chapter 11 of the U. S. Bankruptcy Code to liquidation under Chapter 7.

All in the family

Warren Schoon, right, has expanded his General Motors line to the maximum, by purchasing a Chevrolet dealership from Keith Connell, right center, and David Connell, left. Gary Papik, general manager of Schoon Motor Sales (Pontiac-Oldsmobile-Buick-Cadillac-GMC Trucks), Luverne, Minn., joins the party in a 1914 Ford. Schoon reports that his father, Jake, once sold Fords which he bought as early as 1914 from Keith Connell's grandfather, Henry Bierkamp, a Ford distributor. Both the School company and the Bierkamp-Connell company (which dates from 1908) have continued in their respective families since their origins.

July 1-10 total is second-worst of this year

Domestic sales lowest since 1961

By Jenny L. King
Staff Writer

It was four in a row for the domestic auto makers: Four sales declines in four 10-day periods, and the saddest July 1-10 total since 1961.

All five major companies were at or near their lowest levels of the calendar year, and the year-to-date total of 3,042-742 was 11.47 percent below 3,436,849 through July 10, 1981.

This year's early-July sum was 107,918, down 15.96 percent from 128,417 last year. It was worst for the period since the 99,592 units sold in 1961, and it was the second-lowest reporting period of 1982. Only the Jan. 1-10 figure of 101,199 was worse.

The daily selling rate was the softest of 1982: 13,490. That was down 15.96 percent from 16,052 for the period a year earlier. There were eight selling days both years.

General Motors reported sales of 61,844, down 18.94 percent from 76,296 in 1981. It was GM's worst showing this year. Ford Motor Co. was down 3.68 percent, to 29,071 from 30,182. It was the company's second-poorest total in 1982.

Chrysler Corp. also bottomed out with its lowest 10-day sales of this year: 13,817, down 15.93 percent from 16,435 in 1981. Volkswagen of America continued its losing streak, with sales down 55.35 percent, to 1,386 from 3,104. Estimated sales of American Motors passenger cars were 1,800, down 25.00 percent from 2,400.

GM earned 57.31 percent of the early-July domestic market, down from 59.41 percent a year earlier. Ford sales accounted for 26.94 percent, up more than three percentage points from 23.50 percent. Chrysler held steady at 12.80 percent; AMC slipped to 1.67 percent from 1.87 percent, and VWoA dropped to 1.28 percent from 2.42 percent.

Again, Chrysler, Lincoln and Cadillac were among the few makes to post sales increases for the period. Chrysler more than doubled its '81 sales, to 3,726 from 1,747. Lincoln was up 38.14 percent, to 1,427 from 1,033; Cadillac was up 12.40 percent, to 4,807 from 3,928, and Ford joined the list, up 0.63 percent, to 20,845 from 20,715.

In the minus column were: Plymouth, down 34.82 percent; Imperial, down 54.93 percent; Dodge, down 26.86 percent; Mercury, down 19.39 percent; AMC, down 25.00 percent, and VWoA, down 55.35 percent.

Also behind year-ago levels were: Buick, down 12.39 percent; Chevrolet, down 15.33 percent; Oldsmobile, down 22.73 percent, and Pontiac, down 43.87 percent.

DOMESTIC SALES

	July 1-10, 1982	July 1-10, 1981
AMERICAN MTRS.	1,800†	2,400†
Chrysler	3,726	1,747
Imperial	32	71
Plymouth	5,177	7,942
Dodge	4,882	6,675
CHRYSLER CORP.	13,817	16,435
Ford	20,845	20,715
Mercury	6,799	8,434
Lincoln	1,427	1,033
FORD MOTOR CO.	29,071	30,182
Buick	10,304	11,761
Cadillac	4,807	3,928
Chevrolet	26,802	31,654
Oldsmobile	13,450	17,407
Pontiac	6,481	11,546
GENERAL MTRS.	61,844	76,296
VOLKSWAGEN	1,386	3,104
INDUSTRY TOTAL	107,918	128,417

† Estimated

VW pays dealers $200 to $900 for diesel sales

Volkswagen has launched a July 11-Sept. 30 "Summer Performance Challenge" incentive.

One phase pays dealers $200 on '81/'82 diesel-engine pickups, Rabbits and Jettas for 51-100 percent of a retail objective; $400 for 101-150 percent, and $600 for 151 percent and up, non-retroactively.

In California, the amounts are $300, $600 and $900 for the same cars on the same objective basis.

If the dealership hits 51 percent of its objective during July 11 to Aug. 10, a fast-start provision gives sales managers an extra $50 per unit, retroactively.

Another portion of the contest covers Scirocco. There is no payment for the first two unit sales, $300 for the third and $500 for the fourth and up. If a dealership hits four, it receives $300 per unit on the first two sold.

Pep talks, ad blitzes launched by DeLorean

By Edward Lapham
Financial Editor

DeLorean Motor Co. continued its self-resuscitation efforts last week by staging a series of dealer meetings and beginning a two-week "radio blitz" ad campaign in 10 major markets.

DMC Chairman John Z. DeLorean told Automotive News the dealer meetings "are going very well." Last week DeLorean held meetings in San Francisco, Los Angeles, Dallas, Atlanta, Chicago and New York. This week, the series will close out with a meeting in Orlando for Florida dealers.

DeLorean said dealers at the meetings were "enthusiastic," and were placing orders for cars. "Their attitude is very good," he said. "We should be able to clean out the inventory in no more than 60 days."

He also said it now looks like the company will lose only a "handful" of its 340 dealers. Earlier he had predicted that as many as 75 would leave the dealer group.

DeLorean said the CBS Radio campaign, which started July 14, "is to let people know we're still around" and that the UK financial troubles did not alter the U. S. company.

"It's like having a social disease," DeLorean said. "You can go to a doctor who will cure you and give you a certificate saying so, but you're still not going to get many dates."

The former GM group vice president said he intends to proceed with his plan to reacquire the Northern Ireland assembly plant, although he was "quite disappointed" that the consortium of British investors being assembled by the receiver had yet to indicate whether they could put together a deal by July 31.

"If they could come up with even a part of the money, say $15 million, it would help," DeLorean said.

Under the heads of agreement signed earlier this year by John DeLorean and the receivers of the UK operation (Automotive News, June 28), the U. S. operation will begin reacquiring the plant if no British investors can be brought in before the end of this month.

DeLorean also said that David R. T. Wood had rejoined DMC as marketing vice president, replacing J. Bruce McWilliams, who resigned in May.

Wood, who held the same position with DMC from 1974 to 1976, began his automotive career with GM where he served in a variety of marketing-related positions from 1957 to 1974. He was marketing vice president for Renault USA, Inc., from 1976 to 1979 when he left and started his own business as an automotive consultant.

Wood will be based at the company's facility in Irvine, Calif.

False documents on smog bring U.C. probe in L.A.

LOS ANGELES.—As many as 44 Los Angeles-area used-car dealers may be implicated in a counterfeit smog certificate scam which was broken when a West Covina woman was arrested and charged with selling the false documents.

Under California law, cars in certain counties must be certified as having been smog-tested before they can be sold. Although the charge for the test is only $11, in some cases it may take $100 or more to get a car in shape to pass the test.

The DMV has charged Mabel Ann McGill with allegedly selling the fake documents to the dealers for $35 or $40 each.

Records seized by the DMV indicate that as many as 6,500 certificates were sold since January of 1980 for payments totaling $225,000.

The names of the dealers have not been released pending further investigation. A DMV spokesman said the names have been turned over to the district attorney for possible criminal charges.

Meanwhile, the DMV has begun its own proceedings to suspend the licenses of the implicated dealers.

Programs for salespeople, managers and dealers abound

GM, Chrysler, AMC pile on incentives in bid to spur sales

By Joseph Bohn
Marketing Editor

General Motors, Chrysler Corp. and American Motors have heaped fresh incentive money into new programs designed to spur slow-selling models.

GM's program, the subject of considerable speculation over the past few weeks, covers new and unused '81 and '82 X, J and T-body models. They are Chevrolet Chevette, Cavalier and Citation; Pontiac T-1000, J2000 and Phoenix; Oldsmobile Firenza and Omega; Buick Skyhawk and Skylark, and Cadillac Cimarron.

GM is paying dealers $400 on all eligible models retailed and delivered from July 14 to Aug. 31, beginning with the third unit sold in each line. Cimarron is worth $600. Demos and driver-education units are covered, but fleet sales are not eligible.

As is finally worked out, the GM program wasn't as extensive or as rich as some dealers would have liked. It doesn't cover front-drive A-cars, for example. And amounts fell short of a previously speculated $500 per unit.

But it does give dealers a decent amount of wheeling-and-dealing leverage and flexibility in how they want to spend the money.

General Motors did not publicize the dollar amounts involved. And the car divisions, while they're planning to give the program ad support, are similarly shying away from publicizing exact amounts, so as to give dealers a wide latitude in what they choose to do.

Some dealers expected to add to the amount provided by the factory and promote the totals as dealer rebates.

Robert D. Lund, vice president in charge of the sales and marketing staff, called GM's program a very "worthwhile" buying incentive for customers and added: "We are planning no other reduced retail financing rate activities or passenger-car rebates to customers as we close out the model year."

Chrysler's program for sales managers and salespeople is called "Treasure Island Days." It runs from July 1 to Sept. 30.

The sales managers' portion covers all new and unused '81 and '82 import cars, import trucks and domestic trucks, including Rampage.

There are separate objectives for each of the three categories, though the percent-of-accomplishment payoff levels are the same.

Payoff levels are: Nothing for 0-24.9 percent of objective; $10 per unit for 25 to 49.9 percent; $20 per unit for 50 to 74.9 percent; $30 per unit for 75 to 99.9 percent, and $60 per unit for 100 to 114.9 percent. Payments are not retroactive.

If a manager hits 75 percent of his objective by Aug. 31 and 100 percent by the end of the program, he receives an additional $25 per unit in each category, boosting payments to $35, $45, $55 and $85.

Still, he receives nothing for the 0-24.9 percent level.

If a manager hits 115 percent of his total objective, he receives $100 per unit, beginning with the 25-percent-of-objective level. If he hits the Aug. 31 fast-start, he receives an extra $25 or a total $125 per unit, beginning with the 25-percent-and-up level.

There are also trip awards for

Continued on Page 8, Col. 3

$300 million slated for Hydra-matic project

GM spends big on transmission plant

By Roger Rowand

WARREN, Mich. — General Motors' Hydra-matic Division is expanding, modernizing and installing new machinery and equipment in its huge plant here. Project price tag: $300 million.

The company has made no announcement as to what the machinery being installed will produce and will not say. However, it was learned the plant will turn out lightweight transmissions for GM vehicles. It does not now make transmssions.

In its request for 12 years of tax abatement given in Michigan to firms increasing payrolls, or making an effort to maintain them, GM said the plant will produce a small transmission that is more fuel efficient than current types.

Union sources near the plant, where installation of machinery has just been accelerated after a strike-caused delay, said the new transmission will be the THM440.

As previously reported in Automotive News, the THM-440 will be a four-speed automatic. It will be offered on the larger V-6 models.

"These new automatic transmissions will be used on future GM vehicles starting in 1983 and be part of the corporate program to increase overall fleet gasoline economy," the company told the City of Warren.

The plant now covers some 1.8 million square feet with most of it under one roof. GM said 200,000 square feet will be added in the current expansion project.

It now produces wheels, control arms, small-car (Chevette) front suspensions and brakes, rear axles and front axles for trucks.

The firm said production of components for rear-drive cars will be phased out and, without the abatement, the Warren plant would produce only wheels, control arms and small-car front suspensions. The facility would be 50 percent vacant, GM said.

It said control arm usage will be dramatically reduced in future cars.

The city was told that 2,400 jobs will be created or saved by the expansion. Of those 2,400 positions, 1,100 will be filled by people on layoff status and 1,300 will be additional jobs.

Employment at the Hydra-matic factory has dropped sharply in recent years.

At the start of 1980-model production, the workforce totaled 4,300. By the start of 1982-model-year output, it had declined to 1,900.

The payroll dropped $60 million in that period.

Bubbleback for Capri

Lincoln-Mercury Division is calling this rear design for its 1983 Carpi a bubbleback. It said a significant aerodynamic slipperiness improvement in 1983 over 1982 results partly from the new design. There are new headlamp treatments and grilles for Capri in '83 and interiors have been upgraded.

'Bubbleback' styling highlights '83 Capri

The news from Lincoln-Mercury Division on its Capri for '83 centers around performance improvements and a restyling of the car's third door into what the division calls a bubbleback.

Powertrain changes are extensive. New for '83 is a 3.8-liter V-6 with two-barrel carburetion. The 2.3-liter I-four engine gets two-barrel carburetion instead of the single-barrel it had in the 1982 model year, and four-barrel carburetion has been put on the muscular 5.0-liter V-8.

Standard engine for the Capri is the 2.3-liter overhead cam I-four.

No longer available are the 3.3-liter liter single-barrel six and the 4.2-liter two-barrel variable venturi V-8 engine packages.

In the spring, a turbocharged four-cylinder engine with electronic fuel injection will be added to the line.

Tires for the 1983 Capris have been widened. Tires and wheels have been indexed together relative to high and low points for improved rolling smoothness.

Among deleted options are Recaro seats, a slow-moving offering during the 1982 model year.

Capri goes on sale Sept. 23 and will be available in five models—the base Capri, the L, the GS, the RS and the Black Magic. All are three-door sedans.

There is no Capri convertible to run with the Mustang ragtop because of the Capri's bubbleback styling.

2.5-MPH bumper rule challenged in court

By Jake Kelderman
Washington Staff Writer

WASHINGTON. — Deregulation, as NHTSA Administrator Raymond Peck is learning, is not such an easy thing to accomplish.

For the second time this year, Peck and the safety agency he heads are being taken to court to protest an action he took ostensibly to help the beleagured U. S. auto industry.

First came an appeal of Peck's decision to void the passive restraint or so-called "air bag rule."

This time the suit protests his recent rollback of the bumper standard from 5 MPH protection to 2.5 MPH.

The petition for review of the bumper rule was filed in the Court of Appeals for the District of Columbia by the Center for Auto Safety and the State Farm insurance company. It follows on the heels of a petition for reconsideration filed with NHTSA in June by the Insurance Institute for Highway Safety (IIHS) on the same action.

State Farm is the company which successfully sued Peck on the air-bag rule, by convincing the Appeals Court here that his reasons for abandoning it were not sufficiently sound.

The company will use the same argument in the bumper rollback decision, utilizing the points made by the IIHS in its petition which seeks reconsderation of the bumper rule.

These include a new public opinion poll conducted by Opinion Research Corp., indicating the large majority of car owners want 5-MPH bumpers even if they cost more. State Farm will also argue that Peck failed to follow Congressional intent or heed the legislative history of the 1972 law that requires NHTSA to develop systems pro-

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57th year — No. 4924

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Controversial change in tire registration rules included

NHTSA money bill a defeat for tire makers

By Miles Moore
Washington Staff Writer

WASHINGTON. — The Senate Commerce Committee, apparently ignoring the pleas of tire industry spokesmen who objected to a controversial amendment on voluntary tire registration, has approved the NHTSA three-year money authorization bill without comment or amendment.

The bill now goes to the Senate floor, where it is expected to be acted upon quickly. It already has passed the House.

If passed, the bill would provide $172,144,000 for NHTSA over the next three years, including:

1. $165.1 million for safety programs, including developing safety programs and doing research.

2. $5.43 million for compiling consumer information, including data on repair costs and crashworthiness.

3. $1.03 million for establishing bumper standards.

4. $590,000 for prevention of odometer fraud.

In addition, an amendment to the bill contains language to "clarify" the rules of states in enforcing federal safety standards which they have adopted as their own.

The truly controversial amendment, however, is the one governing voluntary tire registration, an item which the National Tire Dealers and Retreaders Assn. (NTDRA) has fought for years to put through.

• Under current NHTSA regulations, tire dealers are responsible for mailing to the government the identification numbers of all tires sold so the tires can

Continued on Page 42, Col. 1

'82 Cadillacs "Extended Body" Limousines

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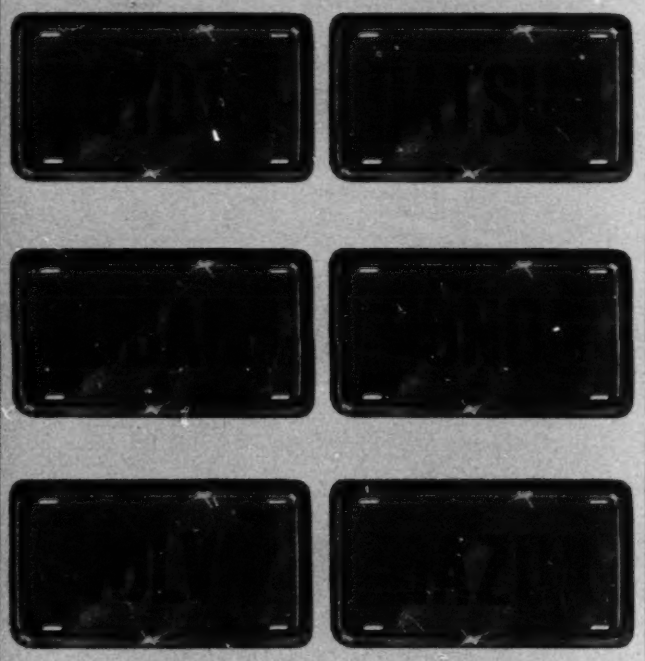

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Reversal of year-earlier trend is first in four years

Six-month truck sales up 11.3 pct.

Continued from Page 20

508 units, an increase of 19.9 percent over the previous year's 366,534. The June count was up slightly from last year's, 61,761 versus 61,914.

In the first half, LUV sales plunged from 39,404 a year ago to 14,144. The June total was only 1,187 units, compared with 4,128 in the same month in 1981.

Ford dealers retailed 418,849 units in the first half, up 9.7 percent from last year's 381,875. The June total of 76,059 vehicles was almost one percent higher than the year-ago 76,758.

Six-month Courier sales dropped from 34,654 units in 1981 to 17,910 this year, while the June total was down to 4,437, compared with 5,435 last year.

Dodge and Plymouth dealers sold 131,482 light trucks through June, an increase of 29.8 percent over last year's 101,304 units. In June, the count was 23,270, up 31.9 percent over last year's 17,641.

Six-month Dodge Ram 50 sales totaled 18,130 units, compared with 15,846 a year ago. The June total was 2,694, up from last year's 2,127. Plymouth Arrow sales were down for both the half and the month, 3,390 versus 5,319 and 507 versus 638, respectively.

• GMC dealers retailed 124,250 vehicles in the first six months, a gain of 32.4 percent over last year's 93,828. The 1982 count included 20,679 of the compact S-15 pickups. In June, 19,237 units, including 3,141 S-15s, were sold, up 12.9 percent over the year-ago 17,035.

Six-month sales of Jeep four-wheel-drive vehicles totaled 32,156 units, an increase of 4.2 percent over the year-earlier 30,852. In June, 7,080 units were retailed, 12.3 percent higher than the year-ago 6,304.

Sales of the compact Volkswagen pickup in the first half dropped 60.2 percent, from 17,901 units last year to 7,129. The June total of 837 units was down 67.7 percent from the year-ago 2,592.

First-half sales of Mercedes-Benz medium and medium-heavy trucks were down 21 percent to 1,446 units, compared with 1,831 last year. The June total was off 9.7 percent, 262 units versus 290.

Toyota dealers sold 64,344 pickups in the January-June period, a decline of 4.7 percent from last year's 67,487. The June total of 9,578 units was 29.3 percent under the year-earlier 13,540.

Six-month Datsun sales were off 28 percent, from 61,287 in 1981 to 44,197. The June count was 6,718, down 37.7 percent from last year's 10,783.

Mazda dealers sold 18,058 compact pickups through June, an increase of 122 percent over last year's 8,139. In June, sales were up 47.3 percent, from 2,021 in 1981 to 2,976.

Isuzu's six-month sales totaled 6,148 units, a gain of 150.8 percent from last year's 2,451. The June total was 1,146 units, 202.4 percent higher than the previous year's 379.

Compact pickups see 1982 sales soar 46.3 percent

Continued from Page 20

S-10 and the Ranger, sales of the LUV and the Ranger have fallen.

Chevrolet discontinued importation of the LUV 4x2 model after the S-10 reached volume production, and is expected to drop the 4x4 and the diesel models once S-10 versions of these products are available in volume.

Ford continues to import the Courier 4x2 model, and says it has no plans to do otherwise. But the company's marketing efforts in the compact segment has been shifted from the Courier to the Ranger.

• Ford will add Ranger 4x4 and diesel entries in the 1983 model year. There are no such versions in the Courier line.

In the first half, sales of the captive imports dropped 43.7 percent below the year-earlier level, from 95,223 units in 1981 to 53,575. The Dodge Ram 50 was the only captive to show an improvement over 1981, and this was due mainly to a 4x4 model added in the 1982 model year.

Sales of the non-captive imports in the first six months totaled 132,747 units, a decline of 4.7 percent from last year's 139,364.

Award to Rockenbach

Doug Rockenbach, right, owner of Rockenbach Chevrolet Sales, Inc., Grayslake, Ill., receives Chevrolet's 25-year dealer plaque award from Don Grieve, assistant zone manager for Chicago.

Mack displays vintage trucks at new museum

Continued from Page 20

to the unique heritage of Mack Trucks," he said.

In 1900, the five Mack brothers built and sold their first commercial vehicle, based on their years of experience as wagon makers and extensive experimentation with self-propelled units.

Since that time, Mack has designed and produced a wide variety of vehicles for virtually all of the roles filled by the trucking industry.

During World War I, Mack built about 5,000 AC models with the snubbed-nose hoods for military service in Europe, and British soldiers dubbed them the bulldogs. The bulldog became the corporate symbol in 1922.

Mack supplied the military in World War II on a much larger scale with more specialized products. About 30,000 units served in that conflict in such applications as prime movers, personnel carriers, wrecker trucks and tank transporters.

Big Three June, year-to-date truck sales

	June 1982	June 1981	Year to date 1982	Year to date 1981
Ford				
Vans	12,726	11,131	63,788	53,553
Club Wagon	4,511	2,350	17,035	13,434
Ranger	11,386	.....	45,744	.....
Courier	4,437	5,435	17,910	34,654
Bronco	3,958	3,066	22,362	17,181
Conventional Pickups	34,744	50,281	2228,025	237,855
Mediums	.....	3,673	.....	20,777
Heavies	.....	822	.....	4,421
Chevrolet				
Vans	9,556	8,410	53,060	45,864
Sportvan	1,642	1,320	8,751	7,538
S-10	12,596	.....	99,776	.....
LUV	1,187	4,128	14,144	39,404
El Camino	1,657	3,116	11,321	17,969
Blazer	1,427	1,952	15,794	11,268
Suburban	1,974	2,075	16,118	11,272
Conventional Pickups	29,978	39,312	212,535	221,255
Mediums	1,744	1,601	8,009	11,964
Chrysler				
Vans	5,675	4,864	31,626	25,097
Voyager	436	434	2,811	2,689
Ram Wagon	2,945	2,107	15,925	10,681
Rampage	1,956	.....	9,481	.....
Arrow	507	638	3,390	5,319
Ram-50	2,694	2,127	18,130	15,846
Trail Duster	.....	85	244	946
Ramcharger	1,219	335	5,991	2,789
Conventional Pickups	7,838	7,051	43,884	37,957
GMC				
Vans	2,507	2,545	14,580	12,099
Caballero	192	427	1,476	2,454
S-15	3,141	.....	20,679	.....
Jimmy	577	436	3,947	2,451
Suburban	895	374	5,362	2,439
Conventional Pickups	9,096	10,239	57,821	54,792
P models	294	354	1,766	1,907
Mediums	1,857	1,711	13,296	11,423
Heavies	678	949	5,323	6,263

SEVENTH ANNUAL

Automotive News World Congress

For More Information

See Pages 14 and 15

Franchise provision criticized

Delaware dealer bill draws FTC objections

DOVER, Del.—Legislation in the state House of Representatives here that would protect new car dealerships from alleged unfair practices of automobile manufacturers has drawn objections from the Federal Trade Commission. The legislation has been passed by the state Senate and is now in the House Administrative Services Committee.

A letter from the FTC set forth the following objections to the proposed legislation:

It would hinder competition in the sale and service of new vehicles in Delaware and areas of neighboring states; it would result in higher new-car prices and service charges through possible reduced competition; it would allow an established dealership to unfairly delay or block a rival's plans to open within his market area, and it would encourage new-car dealerships to open just across the state line in bordering Maryland.

The letter was sent to George Hale, assistant director for small business at the Delaware Development Office. Hale had raised a question about the executive branch's position on the legislation and asked that the FTC put its objections in writing.

Hale said his office, charged with attracting new business to the state, has taken no position on the bill. The measure is supported by NADA and the Delaware dealer association.

The bill would require an automobile manufacturer to show good cause before canceling a dealer's franchise; require the manufacturer to pay for warranty work done by the car dealers; make it easier for a person to pass on his franchise to a spouse or a child, and make the car manufacturer, and not the dealer, responsible for damages from lawsuits by consumers who sue for manufacturing negligence.

Rep. Roger P. Roy, of the House Administrative Services Committee, said that the chances for getting the legislation out of his committee to the House floor are slim.

The FTC took particular exception to the bill's restrictions on granting new-car dealership franchises within a 10-to-20-mile radius of another dealer selling the same make of car.

The commission, in its letter, said that such a restriction would make a dealer's "relevant market area" up to 1,200 square miles, which is over one-half the land area of the entire state of Delaware. Roy's amendment to the bill would reduce the restrictive area to 6 to 12 miles.

Used car sales
Auction Averages

July to date	$4,759
Month ago	$4,702
Year ago	$4,267

Model breakdown
Auction Averages

	JULY TO DATE	JUNE	MAY
1982	$9,855	$9,646	$9,102
1981	6,795	6,892	6,995
1980	5,288	5,367	5,439
1979	4,733	4,788	4,807
1978	3,760	3,837	3,874
1977	2,951	2,950	2,986
1976	1,977	2,041	2,146
1975	1,565	1,415	1,539
Overall Average	$4,759	$4,708	$4,799

Fantastic driveaway from Monmouth

Monmouth Park racetrack in Oceanport, N. J., was the site of a day-long celebration by 150 New York-area GMC Truck & Coach Division dealers, who met for lunch, watched several races, then took part in the driveaway of 150 new GMC vans back to their dealerships for their "Bet On a Winner" sales campaign.

factories list auction dates

American Motors

July 20—D-A Auto Auction, New Stanton, Pa.; Ohio Auto Auction, Columbus, O.

July 21—Kansas City Auto Auction, Kansas City, Mo.; Sand Mountain Auto Auction, Boaz, Ala.

July 22—Minneapolis North Star Auto Auction, Shakopee, Minn.; Fredericksburg Auto Auction, Fredericksburg, Va., and Evansville Auto Auction, Evansville, Ind.

July 27—Aptco Auto Auction, Taylor, Mich.
tion, Warehouse Point, Conn.; Central States Auto Auction, Mason City, Ia., and Dallas Auto Auction, Grand Prairie, Tex.

July 29—Todd Auto Auction, Telford, Pa.; Minneapolis North Star Auto Auction, Minneapolis, Minn.

July 30—Floyd Hauhe Auto Auction, Bridgeton, Mo.; Concord Auto Auction, Acton, Mass.

Ford Motor Co.

July 20—Arena Auto Auction, Chicago, Ill.; Harrisonburg Auto Auction, Harrisonburg, Va.

July 22—Nashville Auto Auction, Nashville, Tenn.

July 27—Aptco Auto Auction, Taylor, Mich.

July 28—Concord Auto Auction, Acton, Mass.; Central States Auto Auction, Mason City, Ia., and Golden Gate Auto Auction, Fremont, Calif.

used-car auction directory

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Stockpile jumps from 52 to 78½ during June

Sales sag, U. S. inventory swells

By Richard A. Wright
Assistant Managing Editor

The domestic auto makers had no sooner pared their new-car inventory to a healthy 52-day supply June 1 when sales slumped even more. The result: By July 1, the domestic new-car inventory had jumped to a 78½-day supply.

The domestic new-car stockpile totaled 1,364,214 July 1, a 78½-day supply, compared with 1,212,727 a month earlier, a 52-day stock. A year ago, the domestic inventory totaled 1,664,871 July 1, an 83½-day supply.

Only the two smallest producers, American Motors and Volkswagen of America, trimmed their stockpiles during June.

General Motors accounted for most of the increase, boosting its inventory to 79 days July 1, up from a lean 44 days a month earlier. A sharply lower selling pace contributed to the swollen inventory, but GM also added more than 100,000 units to its stockpile during June.

• GM's J-cars and the front-drive A-bodies were both in heavy supply. Shortest in the industry were the hot-selling Firebird, at 29 days, and Camaro at 40 days.

Ford Motor Co. opened July with a 75-day supply, up from 64 days a month earlier. Ford's sales pace was off only moderately, but it added almost 35,900 units to inventory.

Chrysler Corp. had an 83-day supply July 1, up from 68 days a month earlier. Chrysler also had lower sales and a higher unit count — by about 10,000.

VWoA cut its stock to 105 days July 1 from 127 days a month earlier, while AMC opened July with a 65-day supply, down from 66 days a month earlier.

The July 1 domestic inventory was divided this way: GM, 57.53 percent; Ford Motor Co., 25.69 percent; Chrysler Corp., 13.03 percent; VWoA, 2.32 percent, and AMC, 1.43 percent.

A month earlier, the domestic inventory was divided as follows: GM, 55.75 percent; Ford Motor Co., 26.02 percent; Chrysler Corp., 13.81 percent; VWoA, 2.64 percent, and AMC, 1.78 percent.

• By size class, all segments were in heavier supply than a month earlier, but subcompacts continued to be heaviest and standards lightest.

The industry had a 103-day supply of subcompacts July 1, compared with a 75½-day stock a month earlier. Standards had the lowest stock at 53⅓ days, up from 36 days a month earlier.

There was a 74-day supply of compacts July 1, up from 49 days; a 77-day stockpile of intermediates, up from 48 days, and a 78½-day supply of luxury cars, up from 45 days.

The July 1 inventory was divided this way by market segment: Subcompact, 29.04 percent; compact, 22.39 percent; intermediate, 30.44 percent; standard, 11.03 percent; and luxury, 7.10 percent.

A month earlier, the inventory was divided as follows: Subcompact, 31.10 percent; compact, 21.80 percent; intermediate, 29.57 percent; standard, 10.70 percent, and luxury, 6.83 percent.

• The July 1 days-supply figures by market class were:

Subcompact — Eagle SX/4, 48; Spirit, 67; Lynx, 71; Horizon, 72; Escort, 75; TC3, 93; Omni, 93; 024, 97; LN7, 102½; EXP., 103; Rabbit, 105; Cavalier, 143; Chevette, 147; Skyhawk, 150; T1000, 164; J2000, 167, and Firenza, 171.

Compact — Firebird, 29; Camaro, 40; Zephyr, 59; Fairmont, 61; Concord, 66½; Eagle, 70½; Reliant, 74½; Skylark, 77; Aries, 87; Omega, 89; Mustang, 98; Citation, 118½; Phoenix, 120, and Capri, 137.

Intermediate — Cutlass four-door, 46; Cutlass two-door, 50; Gran Fury, 50; Malibu, 51; New Yorker, 56; Regal four-door, 60; Bonneville, 61; Grand Prix, 62; Diplomat, 63; Regal two-door, 65; Cougar, 69; Granada, 73; Monte Carlo, 80½; Cordoba, 91; Thunderbird, 92; XR-7, 93; LeBaron, 97; Cutlass Ciera, 98; Mirada, 99; Century, 116; Celebrity, 134; Dodge 400, 147, and Pontiac 6000, 183.

Standard — Olds 98, 43; Olds 88, 44; Mercury, 51; LeSabre, 52; Ford, 59; Chevrolet, 61; Electra, 63, and Pontiac, 69½.

Luxury — Lincoln, 61; Cadillac, 67; Riviera, 74; Toronado, 79; Mark VI, 81; Eldorado, 83; Continental, 84; Imperial, 110; Corvette, 115; Seville, 127, and Cimarron, 164.

New-car inventories

	July 1, 1982	June 1, 1982	July 1, 1981
Spirit	70	61½	119½
Concord	66½	64	46
Eagle	70½	77	95
Eagle SX/4	48	62	95
AMERICAN MOTORS	65	66	75½
Horizon	72	49	76
TC3	93	70	76
Reliant	74½	76	91
Gran Fury	50	43	—
Plymouth	74	65½	82
LeBaron	97	72	73
Cordoba	91	71½	82
New Yorker	56	44	—
Chrysler	80½	62	76
Imperial	110	36½	54
Omni	93	54	86
024	97	73	86
Aries	87	79½	103½
Dodge 400	147	147	—
Diplomat	63	49½	83
Mirada	99	67	100
Dodge	93	75	94
CHRYSLER CORP.	83	68	86
Escort	75	74	61
EXP	103	123	61
Mustang	98	82	83
Fairmont	61	56	91
Granada	73	53	96
Thunderbird	92	84	117
Ford	59	54	79
Ford	75	68	81
Lynx	71	74	71
LN7	102½	83	71
Capri	137	85	89
Zephyr	59	30	75
Cougar	69	41	77
XR7	93	76	119
Mercury	51	41	72
Mercury	71	56	78
Lincoln	61	39	102
Continental	84	59	—
Mark VI	81	34	118
Lincoln	74	48	110
FORD MOTOR CO.	75	64	81
Skyhawk	150	100	—
Skylark	77	36	70½
Century	116	55	—
Regal 4-door	60	41	63
Regal 2-door	65	36	112
LeSabre	52	28	68½
Electra	63	42	89
Riviera	74	38	75
Buick	77	43	82
Cimarron	164	87	55
Seville	127	72	105
Cadillac	67	41	86
Eldorado	83	44	88
Cadillac	77	45½	86
Chevette	147	55½	57
Cavalier	143	71	88
Citation	118½	60	118
Camaro	40	18	96
Malibu	51	35	101
Celebrity	134	65	—
Monte Carlo	80½	42	133
Chevrolet	61	42	92
Corvette	115	63	66
Chevrolet	89	48	95
Firenza	171	112	—
Omega	89	45	81
Ciera	98	54	—
Cutlass Sup. 4-dr.	46	36	52
Cutlass Sup. 2-dr.	50	28	77
Olds 88	44	23	54
Olds 98	43	28	60
Toronado	79	37½	75
Oldsmobile	61½	36	65
T-1000	164	81	73
J-2000	167	96	69
Phoenix	120	64½	133
Firebird	29	18	121½
Bonneville	61	43	89
6000	183	101	—
Grand Prix	62	36	116
Pontiac	69½	61	67
Pontiac	86	51	95
GENERAL MTRS.	79	44	85
VOLKSWAGEN	105	127	90
TOTAL	78½	52	83½

Import inventory climbs in June to 57 day stock

Continued from Page 1

their car days-suppply figures were: Honda, 29 days; Toyota, 31½ days; Subaru, 42 days; Mazda, 52 days; Nissan, 59½ days, and Isuzu, 157 days. Chrysler Corp. had a 132½-day supply of Mitsubishi-built Colts, Champs, Challengers and Sapporos.

The stockpile of West German-built cars totaled 86,185, a 106-day supply, compared with 80,729 a month earlier, a 100-day supply.

German nameplates and their days-supply figures were: Mercedes-Benz, 26 days; Porsche, 27 days; BMW, 47 days; Audi, 146 days, and Volkswagen (German-built), 221 days. VW also had a 105-day supply of U. S.-built Rabbits.

Inventories of other European lines included: Jaguar, 51 days; Volvo, 57 days; Saab, 71 days; Peugeot, 98 days; Renault, 107½ days; Fiat, 137 days, and DeLorean, 308 days.

Inventories of new imported pickup trucks July 1 were: Mazda, 98½ days; Ford Courier, 111 days; Toyota, 118 days; Chrysler Corp. (Mitsubishi), 160 days; Isuzu, 189 days; Nissan, 216 days, and Chevrolet LUV, 326 days.

Ford shows future chic

Anaheim Mayor Ben Bay, left, previews some of Ford Motor Co.'s cars of the future under the expert guidance of Donald F. Kopka, Ford vice president—design, at the company's Southern California headquarters in Anaheim. This Quicksilver model was displayed with Ford's Aerovan, Continental Concept 90 and a methanol-powered Escort.

NHTSA tire-tread proposal draws cheers and brickbats

WASHINGTON. — NHTSA's proposal to suspend the treadwear grading requirements of Uniform Tire Quality Grading has brought comments ranging from "fair" and "appropriate" to "entirely contradictory with the concept of a free market economy."

Earlier this month, NHTSA announced a notice of proposed rulemaking to suspend treadwear grading on an interim basis.

NHTSA said it was necessary "primarily to avoid dissemination of potentially misleading tire grading information to consumers, but also to minimize the imposition of unwarranted compliance costs on industry and consumers."

If the suspension becomes law, NHTSA will use the time to undertake "an extensive testing program" to determine whether treadwear testing procedures can be made more exact and their results more repeatable.

NHTSA based its proposal on an agency study, which in turn hinged on the various complaints tire makers have made about the UTQG system for years.

The agency study, NHTSA said, has led it to believe "that unacceptable levels of variability exist in the present treadwear system and tests conducted under it."

A testing program, the agency added, could "determine whether factors causing test variability can be adequately controlled." Until such testing is completed, however, "continuation of costly testing and grading . . . cannot be justified."

NHTSA estimates the cost of treadwear testing to the tire makers at $9.7 million annually.

Most U. S. tire makers greeted the proposal with optimism, if not with jubiliation. Most echoed the words of Goodyear, the most vociferous opponent of UTQG, which said it "generally agrees" with the proposal "in the long-held belief that such a system misleads and confuses consumers, rather than assisting them, in making informed tire purchases."

Uniroyal, the sole defender of the system among the tire makers, said it was "disappointed" and "surprised" by the NHTSA proposal. The company has long insisted that UTQG "provides consumers with objective and useful information" in the purchase of tires.

Sharing Uniroyal's displeasure was Joan Claybrook, the former NHTSA administrator under whose guidance the current UTQG standards went into effect.

She said that since customers know and care more about treadwear than either of the other two grades — traction and temperature resistance — and since UTQG is mandated by federal law, the Reagan Administration "decided to knock out the system by making it as uninteresting as possible for the consumer."

A hearing on the proposal is scheduled for Aug. 12 in Room 2230 of the Nassif Building here. Interested parties may submit statements to the NHTSA docket until Aug. 26.

K cruiser for Montreal

Montreal Urban Community Police purchased 10 Plymouth Reliants as a potential first step toward downsizing its fleet. Special police equipment package includes heavy-duty suspension, wheels and tires; accessory wiring and hard-service upholstery. Nine of the K-cars are for undercover detectives.

Ken Marks to move

CLEARWATER, Fla. — Ken Marks has become sole owner of Ken Marks Ford. He plans to relocate the dealership from downtown Clearwater to a seven-acre site in the Countryside area north of the city.

94,683 autos assembled last week

Plant downtime trims car output

By Patricia Hoffman
Staff Writer

Despite downtime at several assembly points, the domestic auto makers managed to pull last week's production ahead of the previous holiday week's, but output continued to be far below last year's.

Last week's production was scheduled at 94,683 units, up 11.45 percent from 84,957 built during four days the previous week, but down 15.69 percent from 112,309 in the comparable period last year.

So far this year, the auto manufacturers have assembled 2,888,880 units, down 25.69 percent from 3,887,727 in last year's year-to-date.

Breakdown for last week by company was: General Motors', 87.71 percent; Chrysler Corp., 6.76 percent; Volkswagen of America, 3.82 percent, and American Motors, 1.71 percent.

All 10 of Ford Motor's car assembly plants were idle last week for vacation.

Checker Motors ended production of taxicabs at the company's Kalamazoo facility on July 9. The plant will continue to produce automotive parts.

Model changeover began last week at GM's Linden plant. It is scheduled to return Aug. 12 with production of 1983 models.

Also down last week for changeover were Chrysler's Belvidere and Jefferson points. Belvidere is slated to resume operations today (July 19) and Jefferson is scheduled to return Aug. 2.

Following a two-week vacation shutdown, VWoA's Westmoreland facility resumed production last week, but will be idle for model changeover throughout August. Assembly of 1983 models is scheduled to begin in September.

GM's Bowling Green facility (Corvette) has slated a four-week shutdown for changeover starting today (July 19).

Overtime was scheduled last Saturday (July 17) at GM's Norwood point.

14 plants down, truck output is 25,815 for week

With 14 assembly points down last week, domestic truck production rose only 4.03 percent from the previous holiday week. But output was 39.80 percent higher than in the year-ago week.

The truck makers targeted 25,816 units last week, up slightly from 24,817 built during the previous four-day week, and up from 18,466 in the comparable week last year.

Production so far this year reached 1,109,600 units, an 11.89 percent gain from 991,702 trucks finished in the same period last year.

All 9 of Ford Motor's truck facilities were idle last week for vacation.

International Harvester's Ft. Wayne and Springfield points were also down last week. It was the last of a three-week shutdown to control inventory. Production is scheduled to resume today (July 19).

General Motors' Pontiac (S-truck) facility began two weeks of downtime last week for model changeover.

Also idle for model changeover is Chrysler Corp.'s Belvidere point. Operations there are scheduled to resume today.

Volkswagen of America's Westmoreland line closed for changeover June 28, with assembly of 1983 models expected to begin in September.

Overtime was scheduled last Saturday (July 17) at GM's Lordstown and St. Louis facilities.

GM's Moraine and Shreveport points and Chrysler's Warren facility operated on daily overtime schedules.

Chrysler phases out '82s, Canadian production drops

Canadian auto and truck production was down last week from the previous week's totals as Chrysler Corp. began to phase out production of 1982 models in preparation for vacation downtime slated to begin today (July 19). The Chrysler facilities will return in two weeks with 1983 models.

The auto makers scheduled output last week at 12,021 units, down 8.32 percent from 13,112 the previous week, and the total dipped 10.84 percent from 13,483 units in the comparable 1981 week.

The cumulative total so far this year rose to 505,456, compared with last year's 501,115.

Truck production last week was estimated at 6,735 units, down 3.01 percent from the previous week's 6,944 and down 4.71 percent from 7,068 in the comparable 1981 week.

So far this year, the truck manufacturers have finished 297,506 units, down 5.88 percent from 316,104 built through July 18 last year.

Three car points and one truck facility remained idle last week for vacation.

Ford's Oakville car point (idled July 5) and its St. Thomas facility (idled June 28) are slated to return next week (July 26).

American Motors' Brampton point, down since July 5, returns today (July 19). Approximately 600 hourly workers will be called back from temporary layoffs, and output will be upped from 122 units a day on one shift, to 244 units a day on two shifts.

Ford's Oakville truck facility, idled July 5, will resume operations today.

General Motors' Oshawa (No. Two) and Ste. Therese plants are scheduled to go down July 26.

Vacation closings are slated to begin Aug. 2 at GM's Oshawa (No. One) point and Volvo's Halifax facility.

Petry appointed

VILLANOVA, Pa. — John J. Petry, formerly sales manager for the Automotive Systems Division of Auto Tell Services, Inc., has been named director of marketing services for the division. Auto Tell Services provides computer systems for automobile dealers.

Fiat appoints five to new posts in U.S. operation

HASBROUCK HEIGHTS, N. J. — Fiat Motors of North America has appointed two vice presidents, a national sales manager, a national service manager and a personnel director.

Carlo Predieri, formerly director of technical operations, has been promoted to vice president, engineering and service. He succeeds Frans Donck, who has been transferred to Fiat Auto UK where he will be responsible for the engineering and service functions of Fiat in England.

Sergio Montorsi, who joined Fiat's public relations department in 1970, has been named vice president, corporate and public relations for FMNA.

Bernie J. Silveria, Eastern area manager, has been named national sales manager. He will be responsible for the field sales force in addition to Eastern and Western area distribution.

The service field force and Western area service will be the responsibility of Bruce Mundy, who has been appointed national service manager. This position also includes the operations of the customer relations department.

Dick Rajoppi, personnel services manager, has been promoted to director of personnel. He succeeds Giorgio Donetti, who has been transferred to Fiat Auto S.p.A. in Turin, Italy.

U. S. CAR PRODUCTION

	Week Ended July 17, 1982	Week Ended July 18, 1981	Week Ended July 10, 1982	July to Date	Jan. 1 to July 18, 1981	Jan. 1 to July 17, 1982
AMERICAN MOTORS	1,620*	3,200*	1,600*	4,020*	65,554*	32,319*
Spirit	.....	.....	.....	.....	.....	.....
Concord	.....	.....	.....	.....	.....	.....
Eagle	.....	.....	.....	.....	.....	.....
CHRYSLER CORP.	6,400	18,627	11,766	25,986	478,932	334,432
Plymouth Total	2,900	9,976	5,299	11,164	249,324	137,414
Horizon	.....	3,770	1,879	2,991	93,734	42,159
Reliant	2,900	6,206	3,420	8,173	146,003	95,255
Caravelle	.....	.....	.....	.....	2,139	.....
Gran Fury	.....	.....	.....	.....	7,448	.....
Chrysler Total	1,400	.....	2,409	5,526	22,098	66,283
LeBaron	1,400	.....	2,409	5,526	17,236	66,283
Chrysler	.....	.....	.....	.....	4,862	.....
Dodge Total	2,100	8,651	4,058	9,296	207,510	130,735
Omni	.....	4,155	1,811	3,040	77,185	39,995
Aries	1,500	4,496	1,592	4,533	113,999	71,124
Diplomat	.....	.....	.....	.....	12,644	.....
Dodge 400	600	.....	655	1,723	.....	19,616
St. Regis	.....	.....	.....	.....	3,682	.....
FORD MOTOR	.....	.....	.....	9,713	780,432	612,210
Ford Division	.....	.....	.....	5,769	532,228	390,580
Escort	.....	.....	.....	.....	199,262	155,973
Fairmont	.....	.....	.....	1,811	114,502	69,193
Must./Must. II	.....	.....	.....	1,835	93,133	72,685
Granada	.....	.....	.....	2,123	46,260	66,862
Thunderbird	.....	.....	.....	.....	38,185	21,709
Ford	.....	.....	.....	.....	40,886	.....
EXP	.....	.....	.....	.....	.....	4,158
L-M Division	.....	.....	.....	3,944	248,204	221,630
Mercury Total	.....	.....	.....	2,961	211,907	169,545
Lynx	.....	.....	.....	.....	69,526	47,123
Capri	.....	.....	.....	607	32,819	18,203
Zephyr	.....	.....	.....	542	35,298	22,775
Cougar	.....	.....	.....	896	23,866	31,695
XR-7	.....	.....	.....	.....	16,740	7,245
Mercury	.....	.....	.....	916	33,658	41,590
LN7	.....	.....	.....	.....	.....	914
Lincoln Total	.....	.....	.....	983	36,297	52,085
Continental ('82)	.....	.....	.....	196	.....	10,944
Lincoln	.....	.....	.....	482	17,699	23,501
Mark VI	.....	.....	.....	305	18,598	17,640
GENERAL MOTORS	83,043	86,695	71,491	196,940	2,458,467	1,854,820
Buick Division	18,115	11,784	17,542	45,360	527,743	431,445
Skylark	4,145	6,136	3,056	9,232	150,435	79,538
Skyhawk J	1,008	.....	1,712	3,948	.....	47,936
Century	3,495	.....	2,842	8,068	86,881	74,334
Regal	5,140	2,261	4,855	12,327	159,532	112,710
Buick	4,327	2,151	4,270	10,450	96,063	95,719
Riviera	.....	1,236	807	1,335	34,832	21,208
Cadillac Division	3,827	6,694	4,779	11,361	166,780	137,979
Cimarron	381	692	244	751	7,248	2,698
Seville	.....	461	239	404	15,737	12,590
Eldorado	.....	1,503	1,067	1,765	39,477	34,312
Cadillac	3,446	4,038	3,229	8,441	104,318	88,379
Chevrolet Division	28,537	39,666	21,618	63,795	903,483	583,165
Chevette	5,590	10,641	4,418	13,004	195,879	127,094
Cavalier	2,620	5,187	1,569	5,225	36,420	48,890
Celebrity	1,860	.....	1,493	4,284	.....	39,040
Camaro	5,734	3,038	3,816	11,969	87,058	126,290
Citation	5,045	9,327	3,917	11,529	215,515	102,361
Malibu	3,386	2,841	2,600	7,613	156,240	66,617
Monte Carlo	1,809	2,596	1,511	4,394	87,373	38,541
Chevrolet	1,893	4,616	1,808	4,389	107,311	17,964
Corvette	600	1,220	486	1,388	17,687	16,368
Oldsmobile Division	17,516	15,191	15,916	42,564	550,710	431,235
Omega	2,410	3,671	1,870	5,450	89,857	48,564
Firenza	1,039	.....	1,732	3,693	.....	33,947
Cutlass	5,820	4,764	4,855	13,114	270,427	110,999
Cutlass/Ciera	1,705	.....	1,411	4,251	.....	66,665
Oldsmobile	6,542	5,752	5,412	15,002	161,404	151,709
Toronado	.....	1,004	636	1,054	29,022	19,351
Pontiac Division	15,048	13,360	11,636	33,860	309,751	270,996
Acadian†	370	485	530	910	13,514	7,505
J2000	1,705	2,887	1,279	3,859	29,751	23,943
T1000	1,480	1,876	1,095	3,347	43,856	20,962
Firebird	3,873	1,758	2,589	8,162	43,487	75,731
Phoenix	1,800	2,086	1,481	4,175	68,536	29,663
Grand Prix	1,815	2,335	1,473	4,221	62,656	44,799
Bonneville ('82)	1,965	.....	1,580	4,516	.....	45,081
A6000	2,040	.....	1,609	4,670	.....	23,312
LeMans	.....	1,568	.....	.....	38,939	.....
Pontiac	.....	365	.....	.....	9,012	.....
VOLKSWAGEN	3,620	3,752	.....	3,620	103,054	52,936
CHECKER	.....	35*	100*	150*	1,288*	2,163*
Total Cars, U. S.	94,683	112,309	84,957	240,429	3,867,727	2,888,880

TRUCK PRODUCTION IN U. S.†

	Week Ended July 17, 1982	Week Ended July 18, 1981	Week Ended July 10, 1982	July to Date	Jan. 1 to July 18, 1981	Jan. 1 to July 17, 1982
CHEVROLET	15,684	8,865	13,463	37,003	325,493	390,999
DODGE	2,100	2,181	2,914	6,540	56,375	74,354
FORD	.....	.....	944*	10,388	347,407	386,161
GMC	5,382	2,468	4,846	13,090	109,779	143,970
INTERNATIONAL	.....	.....	.....	404	38,522	27,222
VOLKSWAGEN	.....	962	.....	.....	25,320	8,103
JEEP	1,600*	2,500*	1,600*	4,000*	50,971*	45,511
AM GENERAL	50*	90*	50*	125*	2,435*	1,280*
MISCELLANEOUS	1,000*	1,400*	1,000*	2,500*	35,400*	32,000*
Total Trucks, U. S.	25,816	18,466	24,817	74,050	991,702	1,109,600

CANADIAN TRUCK PRODUCTION

	Week Ended July 17, 1982	Week Ended July 18, 1981	Week Ended July 10, 1982	July to Date	Jan. 1 to July 18, 1981	Jan. 1 to July 17, 1982
CHRYSLER CORP.	2,102	2,142	2,625	5,276	46,705	59,312
FORD MOTOR	672	300	600	2,268	90,811	78,079
GENERAL MOTORS	3,961	4,626	3,719	8,862	172,182	153,690
INTERNATIONAL	.....	.....	.....	84	6,406	6,425
Total Trucks, Canada	6,735	7,068	6,944	16,490	316,104	297,506
N. American Trucks	.....	25,534	.....	.....	1,307,806	.....

†—Now includes window van production. *—Estimated.
Jeep includes commercial only. AM General includes government-destined vehicles.

CANADIAN CAR PRODUCTION

	Week Ended July 17, 1982	Week Ended July 18, 1981	Week Ended July 10, 1982	July to Date	Jan. 1 to July 18, 1981	Jan. 1 to July 17, 1982
AMERICAN MOTORS	.....	850	.....	178	18,647	14,192
CHRYSLER CORP.	3,056	2,994	4,255	8,121	26,947	95,840
FORD MOTOR	340	552	340	1,923	129,075	172,295
GENERAL MOTORS	8,400	8,862	8,292	19,323	320,414	217,087
VOLVO	225	225	225	540	6,032	6,042
Total Cars, Canada	12,021	13,483	13,112	30,085	501,115	505,456
N. American Cars	106,704	125,792	98,069	270,514	4,388,842	3,394,336
N. American Trucks	.....	25,534	.....	.....	1,307,806	.....
North American Cars and Trucks	.....	151,326	.....	.....	5,696,648	.....

†—All Acadians and Caravelles are built for sale in Canada. *—Estimated.